

## Message Text

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PAGE 01 STATE 198571

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ORIGIN NEA-10

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DRAFTED BY NEA/ARP:JPLYLE/NEA/RA:COL.HOBBS:BH

APPROVED BY NEA/ARP:FMDICKMAN

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DOD/DSAA:MR.HOENIG

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FM SECSTATE WASHDC

TO AMEMBASSY ABU DHABI PRIORITY

S E C R E T STATE 198571

E.O. ,1652: GDS

TGS: MASS, TC

SUBJECT: OPTIONS FOR PROCUREMENT OF M16A1 RIFLE FOR UAE  
DEFENSE FORCES

REF: ABU DHABI 2078

1. STATE/DEFENSE READ WITH INTEREST REPORT CONTAINED REFTEL THAT UAEG PREPARED TO PURCHASE M-16A1 RIFLE WITHOUT COMPETITION WITH GERMAN AND ITALIAN RIFLES IF U.S. COULD BE MORE RESPONSIVE ON DELIVERY DATES AND PRICE, WHILE STILL SELLING UNDER FMS.

2. WE HAVE INVESTIGATED THE FMS OPTION, BUT HAVE ENCOUNTERED A NUMBER OF ADMINISTRATIVE OBSTACLES TO ANY EFFORT AT ACCELERATING DELIVERY DATES AND PUSHING DOWN PRICES. THE MAJOR OBSTACLE AT THIS POINT IS THE ABSENCE OF AN IN-FORCE CONTRACT BETWEEN U.S. ARMY AND COLT. A NEW CONTRACT WOULD HAVE TO BE NEGOTIATED BEFORE THE U-S. GOVERNMENT COULD PROCURE M-16A1'S FOR THE UAEG. THE NECESSITY TO NEGOTIATE THIS CONTRACT WOULD SIGNIFICANTLY DELAY DELIVERY OF ANY

SECRET

SECRET

PAGE 02 STATE 198571

RIFLES PROCURED FOR THE UAE.

3. WE STILL HAVE NOT CLOSED OUT THE FMS OPTION COMPLETELY AND ARE PREPARED TO EXPLORE IT FURTHER IF EMBASSY REQUESTS. DIRECT COMMERCIAL PROCUREMENT, WITH THE NECESSITY FOR COMPETITION WITH GERMAN AND ITALIAN RIFLES REPORTED REFTEL, ALSO REMAINS AN OPTION.

4. HOWEVER, WE THINK WE HAVE COME UP WITH AN ATTRACTIVE NEW OPTION FOR PROCUREMENT OF M-16A1 RIFLES. THIS NEW OPTION WILL ALLOW THE UAE TO HAVE THE ADVANTAGES OF QUICK DELIVERY AND NEGOTIATED PRICES ASSOCIATED WITH COMMERCIAL PROCUREMENT OF THE FIREARM, AND THE QUALITY CONTROL PLUS U.S. MILITARY TRAINING ASSOCIATED WITH FMS PROCUREMENT.

5. BRIEFLY, THIS OPTION IS AS FOLLOWS: THE UAE NEGOTIATES PURCHASE OF 30,000 M-16A1 WITH COLT. THE USG, AT THE REQUEST OF THE UAE, COULD THEN PROVIDE AN FMS CONTRACT FOR QUALITY ASSURANCE OF THE BUY. THIS CONTRACT WOULD PROVIDE FOR USG INSPECTION OF WEAPONS DESTINED FOR THE EMIRATES, BEFORE THEY WERE SHIPPED FROM THE U.S. INSPECTOR WOULD INSURE THAT M-16'S SOLD TO UAEG MEET THE SAME SPECIFICATIONS AS FOR THE U.S. ARMY. U.S. ARMY MOBILE TRAINING TEAM (MTT) TO DEMONSTRATE M-16'S CAPABILITIES AND INSTRUCT UAE TROOPS IN ITS USE COULD ALSO BE PROVIDED UNDER FMS. THUS, WITH THIS OPTION, THE UAE WOULD HAVE ALL THE ADVANTAGES OF COMMERCIAL PROCUREMENT AND MOST OF THE ADVANTAGES OF FMS PROCUREMENT. REQUEST EMBASSY PRESENT THIS OPTION, AS WELL AS THE OTHER OPTIONS DISCUSSED ABOVE, TO GENERAL KHALDI AND REPORT HIS REACTIONS.  
ROBINSON

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